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**STB EX PARTE NO. 705
COMPETITION IN THE RAIL INDUSTRY**

**OUTLINE OF TESTIMONY OF
JOHN P. LANIGAN, BNSF RAILWAY COMPANY**

- I. The STB's Current Regulatory Policy Has Benefited Railroads, Shippers and the General Public**
- II. The Evolution of the Industry in the Last 25 Years Has Allowed BNSF to Achieve a Size and Scale to Effectively Compete in the Transportation Marketplace and Meet the Service Demands of Our Customers**
- III. BNSF Competes with Other Railroads, Trucking Companies and Barge Companies on a Daily Basis**
- IV. The Board Should Not Entertain New Regulations That Would Compromise the Ability of Railroads to Earn a Return Adequate to Sustain Critical Investment Now and in the Future**